

OCTOBER 2011

INFORMATION

On-Line Lender Toolkit

www.sba.gov/for-lenders

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Cedar Rapids Branch Office

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Cedar Rapids, IA 52402
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Dennis Larkin
Branch Manager
(319) 362-6405 ext. 2020
G.D.Larkin@sba.gov

Standard 7(a) Loan Guaranty Processing Center

6501 Sylvan Road
Citrus Heights, CA 95610
Phone: (916) 735-1960
ext. 4368
Fax: (916) 735-1975
or
(916) 735-1680

OR

262 Black Gold Blvd.
Hazard, KY 41701
Phone: 606-436-0801
ext. 229
Fax: (606) 435-2400
E-mail:
loanprocessing@sba.gov

Fresno Servicing Center

Fresno, CA
1-800-347-0922
202-481-0483 Fax

Liquidation & Purchase Center

Herndon, VA
(703) 487-9283
(202) 481-4674 Fax

504 & PLP Processing Center

6501 Sylvan Road
Citrus Heights, CA 95610
(916) 930-2463 or 930-2460
(916) 930-2160 FAX

All SBA programs and services are provided on a nondiscriminatory basis.

Rural Young Entrepreneur Summit and End of Fiscal Year

Young entrepreneurs in rural Iowa are invited to attend the upcoming Rural Young Entrepreneurs Summit (Rural “YES”) This first of its kind event is being organized to strengthen the entrepreneurial culture in rural America and the first of five young entrepreneur summits being held around the country.

Rural YES will take place on Wednesday, November 9th in Ames, Iowa. It begins at 4:30 p.m. on the 3rd Floor of the Scheman Building, on the Iowa State University Center campus. The U.S. Small Business Administration and U. S. Department of Agriculture Rural Development will participate in Rural YES, which is hosted by the Community Vitality Center at Iowa State University.

The event features SBA Deputy Administrator Marie Johns and USDA Deputy Under-Secretary for Rural Development Doug O’Brien, who will share their perspectives and stories of young entrepreneurial successes from around the country, as well as present a panel discussion with four rural Iowa young entrepreneurs. The panel members will explore how they got into business at a young age and take questions from young entrepreneurs in attendance.

Participants will be able to listen and share ideas for improving opportunities for young entrepreneurial success in rural America; connect with other rural entrepreneurs and support networks;” and shape ideas for a Rural “YES” Findings Report and future social network dialogue.

Rural “YES” recognizes outstanding young entrepreneurs and shares their stories in hopes to inspire others young adults to become business owners and to create a rural entrepreneurial culture.

To participate in this free event, young rural entrepreneurs are invited to register for Rural YES at the following website:
<http://events.sba.gov/eventmanagement/eventlisting.aspx?state=IA>

With Fiscal Year 2011 officially at an end, we wish to extend our appreciation and thanks to our lending partners on behalf of our state’s small businesses for a record dollar volume of SBA lending in Iowa.

Though the number of 7(a) and 504 loans approved was down slightly from the prior year, the \$293 million in lending far surpassed our prior year’s record volume of \$261 million.

An area of disappointment was a decline in lending to some of our women and minority owned businesses. We are working with a number of strategic partners to increase opportunities for providing capital in these markets.

A listing of our lending partners with the number and dollar amount of loan approvals this past fiscal year is included with this newsletter. Once again, thank you and congratulations to all our lending partners for contributing to a tremendous year of SBA financing for Iowa’s small businesses using SBA’s lending tools. We look forward to working together with you in Fiscal Year 2012.

- Joseph M. Folsom, District Director

E-TRAN Training Make-Up Session Friday, October 28th - 9 a.m. CDT

This is a make-up training call for lenders on how to get set up to use E-Tran, processing loans thru E-Tran and servicing loans thru E-Tran.

Lenders in Region VII (which includes Iowa) can dial in at 866-740-1260. The Access Code is 2770106. For the Web based portion of the training click on the following link:

<https://cc.readytalk.com/r/5njwi80tppuz>

Lines will be limited, so you are encouraged to dial/log in at least ten minutes prior to the start of the training.

2011 Immigrant Entrepreneurs Summit in Des Moines – November 12th

The 2011 Immigrant Entrepreneurs Summit will be held Saturday, November 12, 2011 at Drake University in Des Moines.

Its mission is to bring businesses of diverse backgrounds together to share, learn, and celebrate the immigrant

entrepreneurship experience and contribution to the overall community.

The Summit will exhibit the success stories of immigrant entrepreneurs. Business growth tips and keys to success when working with immigrant populations will be shared in a non-

competitive and supportive environment.

If you know of someone who could benefit from attending the summit, they can find more information, including registration information, at <http://iesusa.org/>

SBA Provides STEP Grant to Iowa for Small Business Export Assistance

The State Trade and Export Promotion Program (STEP) is a 3-year pilot trade and export initiative authorized by the Small Business Jobs Act of 2010. Funded by federal grants and matching funds from the states, the STEP Program is designed to help increase the number of small businesses that are exporting and to raise the value of exports for those small businesses that are currently exporting.

The Iowa Economic Development Authority recently received a \$370,258 STEP Grant and will disburse grant funds via the following programs to help eligible Iowa companies develop or expand their export markets:

- Technical Trade Assistance
- Domestic Trade Assistance
- Expanded Export Trade Assistance
- Product Trade Assistance

Funding will be available starting October 1, through the International Trade Office of the Iowa Economic Development Authority. To learn more about the STEP grant, how a small business can benefit, and how to access the grant funding, e-mail: international@iowa.gov or contact Lisa Longman at 515-725-3139.

SBA Lender Activity Report for SEPTEMBER

| LENDER NAME | LOCATION | # | AMOUNT | LENDER NAME | LOCATION | # | AMOUNT |
|-----------------------------|-----------------|---|-------------|--------------------------------|------------|---|-----------|
| CLEAR LAKE BANK & TRUST CO. | CLEAR LAKE | 5 | \$301,100 | COMMUNITY NATIONAL BANK | WATERLOO | 1 | \$273,500 |
| SIOUXLAND ECON. DEV. CORP. | SIOUX CITY | 4 | \$6,990,000 | NORTHWEST BANK | SPENCER | 1 | \$238,000 |
| IOWA BUSINESS GROWTH CO. | JOHNSTON | 4 | \$6,008,000 | AMERICAN NATIONAL BANK | NEBRASKA | 1 | \$230,700 |
| QUAD CITY BANK & TRUST CO. | BETTENDORF | 4 | \$1,834,100 | UMB BANK, N.A. | MISSOURI | 1 | \$195,000 |
| WELLS FARGO BANK | IOWA | 4 | \$639,800 | E.C.I.A. BUSINESS GROWTH, INC. | DUBUQUE | 1 | \$157,000 |
| BLACK HAWK ECON. DEV. | WATERLOO | 4 | \$332,000 | HILLS BANK AND TRUST CO. | HILLS | 1 | \$125,000 |
| FARMERS STATE BANK | WATERLOO | 2 | \$155,200 | SMALL BUS. GROWTH CORP | ILLINOIS | 1 | \$105,000 |
| GREAT WESTERN BANK | IOWA | 2 | \$96,500 | FIRST CENTRAL STATE BANK | DE WITT | 1 | \$100,000 |
| CEDAR RAPIDS BK & TR CO | CEDAR RAPIDS | 1 | \$2,700,000 | CORP. FOR ECONOMIC DEV. | DES MOINES | 1 | \$84,000 |
| FIRST WESTERN SBLIC, INC | TEXAS | 1 | \$2,198,000 | FIRST NATIONAL BANK OMAHA | NEBRASKA | 1 | \$56,000 |
| LIBERTY BANK, FSB | WEST DES MOINES | 1 | \$830,000 | NORTHWEST BANK & TRUST CO | DAVENPORT | 1 | \$30,000 |
| KERNDT BROTHERS SVGS BANK | LANSING | 1 | \$680,000 | GREEN BELT BANK & TRUST | IOWA FALLS | 1 | \$20,000 |
| BANK MIDWEST | SPIRIT LAKE | 1 | \$323,900 | U.S. BANK | IOWA | 1 | \$12,500 |

The following lenders were participant lenders in the SBA's 504 Loan Program in Iowa during the month of September

| LENDER NAME | LOCATION | # | AMOUNT | LENDER NAME | LOCATION | # | AMOUNT |
|--------------------------|---------------|---|-------------|----------------------------|-------------|---|-----------|
| BANKERS TRUST | DES MOINES | 3 | \$6,786,524 | MUTUAL OF OMAHA BANK | NEBRASKA | 1 | \$437,500 |
| THE GRUNDY NATIONAL BANK | GRUNDY CENTER | 2 | \$196,725 | COMMUNITY SAVINGS BANK | EDGEWOOD | 1 | \$189,293 |
| CITY STATE BANK | NORWALK | 1 | \$4,543,560 | NORTHWEST BANK & TRUST CO. | DAVENPORT | 1 | \$125,000 |
| NORTHWEST BANK | SPENCER | 1 | \$2,116,663 | COMMUNITY NATIONAL BANK | WATERLOO | 1 | \$102,000 |
| GATEWAY STATE BANK | CLINTON | 1 | \$826,500 | WEST BANK | WEST DSM | 1 | \$100,000 |
| GREAT WESTERN BANK | IOWA | 1 | \$600,000 | MIDWESTONE BANK | CEDAR FALLS | 1 | \$92,000 |

FY 2011 SBA LOAN APPROVALS FOR IOWA – BY NUMBER OF LOANS

NOTE: Lender location is determined by MAIN OFFICE location, unless lender is a National or multi-state lender

| LENDER NAME | LOCATION | # | AMOUNT |
|-----------------------------|--------------|----|--------------|
| IOWA BUSINESS GROWTH CO. | JOHNSTON | 47 | \$25,074,000 |
| HILLS BANK & TRUST CO. | HILLS | 30 | \$3,823,300 |
| GREAT WESTERN BANK | IOWA | 28 | \$14,839,000 |
| U.S. BANK NA | IOWA | 27 | \$1,459,100 |
| WELLS FARGO BANK NA | IOWA | 25 | \$4,743,300 |
| QUAD CITY BANK & TRUST CO. | BETTENDORF | 24 | \$13,823,100 |
| SIOUXLAND ECON. DEV. CORP. | SIOUX CITY | 21 | \$17,659,000 |
| CEDAR RAPIDS BANK & TRUST | CEDAR RAPIDS | 20 | \$22,969,800 |
| NORTHWEST BANK & TRUST CO. | DAVENPORT | 19 | \$3,469,500 |
| CLEAR LAKE BANK & TRUST CO. | CLEAR LAKE | 19 | \$1,452,100 |
| NORTHWEST BANK | SPENCER | 17 | \$5,256,500 |
| FARMERS STATE BANK | WATERLOO | 16 | \$8,956,700 |
| FARMERS STATE BANK | MARION | 12 | \$2,962,100 |
| GURANTY BANK & TRUST CO. | CEDAR RAPIDS | 12 | \$742,300 |
| LIBERTY BANK FSB | WEST DSM | 11 | \$6,262,500 |
| BLACK HAWK ECON DEV | WATERLOO | 11 | \$2,285,000 |
| ECIA BUSINESS GROWTH INC. | DUBUQUE | 10 | \$4,271,000 |
| FIRST CENTRAL STATE BANK | DE WITT | 10 | \$2,677,000 |
| FIRST AMERICAN BANK | FORT DODGE | 9 | \$4,662,000 |
| COMMUNITY BANK | INDIANOLA | 9 | \$2,049,000 |
| COMMUNITY STATE BANK | ANKENY | 8 | \$13,347,000 |
| MIDWESTONE BANK | IOWA CITY | 8 | \$3,293,300 |
| HERITAGE BANK | HOLSTEIN | 8 | \$1,813,200 |
| FARMERS & MCHNTS SVGS BANK | MANCHESTER | 7 | \$6,090,000 |
| CENTRAL BANK | STORM LAKE | 7 | \$4,925,800 |
| VALLEY BANK | ILLINOIS | 7 | \$3,990,100 |
| FIRST NATIONAL BANK | WAVERLY | 7 | \$2,074,500 |
| FREEDOM SECURITY BANK | CORALVILLE | 7 | \$1,448,000 |
| GREAT SOUTHERN BANK | MISSOURI | 7 | \$381,000 |
| KERNDT BROTHERS SVGS BANK | LANSING | 6 | \$6,230,000 |
| SMALL BUSINESS GROWTH CORP. | ILLINOIS | 6 | \$2,511,000 |
| BANKERS TRUST CO. | DES MOINES | 6 | \$1,931,000 |
| FIRST NATIONAL BANK OMAHA | NEBRASKA | 6 | \$1,427,300 |
| COMMUNITY 1ST CREDIT UNION | OTTUMWA | 6 | \$489,300 |
| CITIZENS STATE BANK | MONTICELLO | 5 | \$3,918,900 |
| WEST BANK | WEST DSM | 5 | \$3,444,200 |
| PEOPLES SAVINGS BANK | WELLSBURG | 5 | \$773,000 |
| COMMUNITY SAVINGS BANK | EDGEWOOD | 5 | \$769,500 |
| COMMUNITY BANK | MUSCATINE | 5 | \$409,800 |
| IOWA-NEBRASKA STATE BANK | NEBRASKA | 4 | \$3,388,600 |
| FIRST NATIONAL BANK | SIOUX CENTER | 4 | \$2,344,000 |
| THE CLINTON NATIONAL BANK | CLINTON | 4 | \$1,715,800 |
| CORP. FOR ECON. DEVELOPMENT | DES MOINES | 4 | \$562,000 |
| AMERICAN TRUST & SVGS BANK | DUBUQUE | 4 | \$405,000 |
| UNITED BANK OF IOWA | IDA GROVE | 4 | \$263,500 |
| DUBUQUE BANK & TRUST CO. | DUBUQUE | 3 | \$3,934,500 |
| PREMIER CU | DES MOINES | 3 | \$2,420,000 |
| CLARKE COUNTY STATE BANK | OSCEOLA | 3 | \$2,300,000 |

| LENDER NAME | LOCATION | # | AMOUNT |
|-------------------------------|----------------|---|-------------|
| LEIGHTON STATE BANK | PELLA | 3 | \$2,140,000 |
| OHNSWARD BANK & TRUST | CASCADE | 3 | \$2,068,500 |
| PEOPLES TRUST & SAVINGS BANK | CLIVE | 3 | \$1,490,000 |
| FREEDOM FINANCIAL BANK | WEST DSM | 3 | \$1,264,700 |
| BANKIOWA | CEDAR RAPIDS | 3 | \$775,000 |
| FIRST CITIZENS NATIONAL BANK | MASON CITY | 3 | \$231,900 |
| BRIDGE COMMUNITY BANK | MOUNT VERNON | 3 | \$195,500 |
| CENTRIS FCU | NEBRASKA | 3 | \$189,700 |
| TWO RIVERS BANK & TRUST | BURLINGTON | 2 | \$4,710,000 |
| FIRST WESTERN SBLC INC. | TEXAS | 2 | \$3,190,500 |
| FIRST CHTAHAM BANK | GEORGIA | 2 | \$3,022,000 |
| NORTHWOODS STATE BANK | MASON CITY | 2 | \$3,000,000 |
| TREYNOR STATE BANK | TREYNOR | 2 | \$1,615,000 |
| FIRST NATIONAL BANK FAIRFIELD | FAIRFIELD | 2 | \$1,458,700 |
| SECURITY SAVINGS BANK | EAGLE GROVE | 2 | \$1,455,000 |
| LIBERTY NATIONAL BANK | SIOUX CITY | 2 | \$1,000,000 |
| RIDGESTONE BANK | WISCONSIN | 2 | \$950,000 |
| FARMERS & MCHNTS ST. BANK | WINTERSET | 2 | \$850,000 |
| AMES COMMUNITY BANK | AMES | 2 | \$820,300 |
| FAIRFAX STATE SAVINGS BANK | FAIRFAX | 2 | \$780,000 |
| THE NATIONAL BANK | ILLINOIS | 2 | \$740,000 |
| IOWA STATE BANK | HULL | 2 | \$723,500 |
| CITIZENS STATE BANK | SHELDON | 2 | \$530,500 |
| LUANA SAVINGS BANK | LUANA | 2 | \$503,600 |
| HEDRICK SAVINGS BANK | OTTUMWA | 2 | \$420,000 |
| FIRST STATE BANK | LYNNVILLE | 2 | \$405,000 |
| AMERICAN NATIONAL BANK | NEBRASKA | 2 | \$377,200 |
| BANK MIDWEST | SPIRIT LAKE | 2 | \$371,300 |
| CITIZENS FIRST BANK | CLINTON | 2 | \$341,700 |
| CENTRAL STATE BANK | MUSCATINE | 2 | \$242,100 |
| CENTRAL STATE BANK | ELKADER | 2 | \$205,000 |
| IOWA STATE BANK | WAPELLO | 2 | \$200,000 |
| BOONE BANK & TRUST CO. | BOONE | 2 | \$175,000 |
| AMERICAN STATE BANK | SIOUX CENTER | 2 | \$157,500 |
| LINCOLN SAVINGS BANK | CEDAR FALLS | 2 | \$133,000 |
| FARMERS BNK OF NORTHERN MO | MISSOURI | 2 | \$120,000 |
| GREEN BELT BANK & TRUST | IOWA FALLS | 2 | \$109,000 |
| STATE SAVINGS BANK | WEST DSM | 1 | \$5,000,000 |
| FIRST IOWA STATE BANK | ALBIA | 1 | \$1,950,000 |
| FRONTIER SAVINGS BANK | COUNCIL BLUFFS | 1 | \$1,928,900 |
| BANK OF THE WEST | SACRAMENTO | 1 | \$1,828,000 |
| PIONEER BANK | SGT. BLUFF | 1 | \$1,681,300 |
| EARLHAM SAVINGS BANK | WEST DSM | 1 | \$1,666,300 |
| AFFINITY CU | DES MOINES | 1 | \$1,254,300 |
| FREEDOMBANK | ELKADER | 1 | \$835,000 |
| BEACH BUSINESS BANK | CALIFORNIA | 1 | \$800,000 |
| COMPASS BANK | BIRMINGHAM | 1 | \$772,000 |
| FRONTIER FINAN PARTNERS INC. | KANSAS | 1 | \$655,000 |

| LENDER NAME | LOCATION | # | AMOUNT |
|-----------------------------|--------------|---|-----------|
| GATEWAY STATE BANK | CLINTON | 1 | \$650,000 |
| SECURITY STATE BANK | RADCLIFFE | 1 | \$637,700 |
| COMMUNITY FIRST BANK | KEOSAUQUA | 1 | \$618,000 |
| COLUMBUS JCT. STATE BANK | COLUMBUS JCT | 1 | \$614,000 |
| HOME STATE BANK | JEFFERSON | 1 | \$501,300 |
| MOUNT VERNON BK & TR CO | MOUNT VERNON | 1 | \$477,800 |
| DAKOTA BUSINESS FINANCE | SIOUX FALLS | 1 | \$448,000 |
| PRAIRIELAND ECON DEVEL CORP | MINNESOTA | 1 | \$428,000 |
| LIVE OAK BANKING COMPANY | N. CAROLINA | 1 | \$425,000 |
| COMMUNITY BANK | NEVADA | 1 | \$400,000 |
| IOWA STATE BANK | SAC CITY | 1 | \$353,500 |
| I H MISSISSIPPI VALLEY CU | ILLINOIS | 1 | \$350,000 |
| NORTHSTAR BANK | ESTHERVILLE | 1 | \$330,600 |
| MUTUAL OF OMAHA BANK | NEBRASKA | 1 | \$326,500 |
| CELTIC BANK CORPORATION | UTAH | 1 | \$320,000 |
| PEOPLES SAVINGS BANK | ELMA | 1 | \$317,700 |
| IOWA STATE BANK | DES MOINES | 1 | \$305,000 |
| ELGIN STATE BANK | ELGIN | 1 | \$300,000 |
| COMMUNITY NATIONAL BANK | WATERLOO | 1 | \$273,500 |
| FIRST NATIONAL BANK AMES | AMES | 1 | \$250,000 |
| PRIMEBANK | LE MARS | 1 | \$250,000 |
| ACCESS BANK | NEBRASKA | 1 | \$250,000 |
| EXCHANGE STATE BANK | COLLINS | 1 | \$240,000 |
| IOWA SAVINGS BANK | CARROLL | 1 | \$225,000 |
| SECURITY SAVINGS BANK | LARCHWOOD | 1 | \$220,000 |

| LENDER NAME | LOCATION | # | AMOUNT |
|-------------------------------|--------------|---|-----------|
| FIRST NATIONAL BANK | DAVENPORT | 1 | \$200,000 |
| CHARTER BANK | JOHNSTON | 1 | \$200,000 |
| UMB BANK, N.A. | MISSOURI | 1 | \$195,000 |
| TITONKA SAVINGS BANK | TITONKA | 1 | \$186,500 |
| SUMMIT BANK OF KANSAS CITY | MISSOURI | 1 | \$170,000 |
| HERITAGE BANK | MARION | 1 | \$150,000 |
| HEARTLAND BANK | SOMERS | 1 | \$150,000 |
| CITY STATE BANK | NORWALK | 1 | \$145,000 |
| PEOPLES BANK | ROCK VALLEY | 1 | \$132,800 |
| FIRST NTL BANK OF MANNING | MANNING | 1 | \$122,500 |
| SECURITY NTL BK OF SIOUX CITY | SIOUX CITY | 1 | \$120,100 |
| EXCHANGE STATE BANK | ADAIR | 1 | \$118,500 |
| LEGACY BANK | ALTOONA | 1 | \$110,000 |
| KASSON STATE BANK | MINNESOTA | 1 | \$100,000 |
| BLUE GRASS SAVINGS BANK | BLUE GRASS | 1 | \$81,400 |
| AMER BANK NATL ASSOC | LE MARS | 1 | \$76,200 |
| UNION BANK AND TRUST CO | NEBRASKA | 1 | \$75,000 |
| HEARTLAND BK & TR CO | ILLINOIS | 1 | \$73,000 |
| FARMERS STATE BANK | ALGONA | 1 | \$70,000 |
| FIDELITY BANK & TRUST | DUBUQUE | 1 | \$58,500 |
| GUTHRIE COUNTY STATE BANK | GUTHRIE CTR | 1 | \$55,000 |
| IOWA ST. BK & TR CO FAIRFIELD | FAIRFIELD | 1 | \$50,000 |
| RACCOON VALLEY BANK | PERRY | 1 | \$50,000 |
| COLLINS COMMUNITY CU | CEDAR RAPIDS | 1 | \$42,000 |
| SUPERIOR FINANCIAL GROUP, LLC | CALIFORNIA | 1 | \$5,000 |